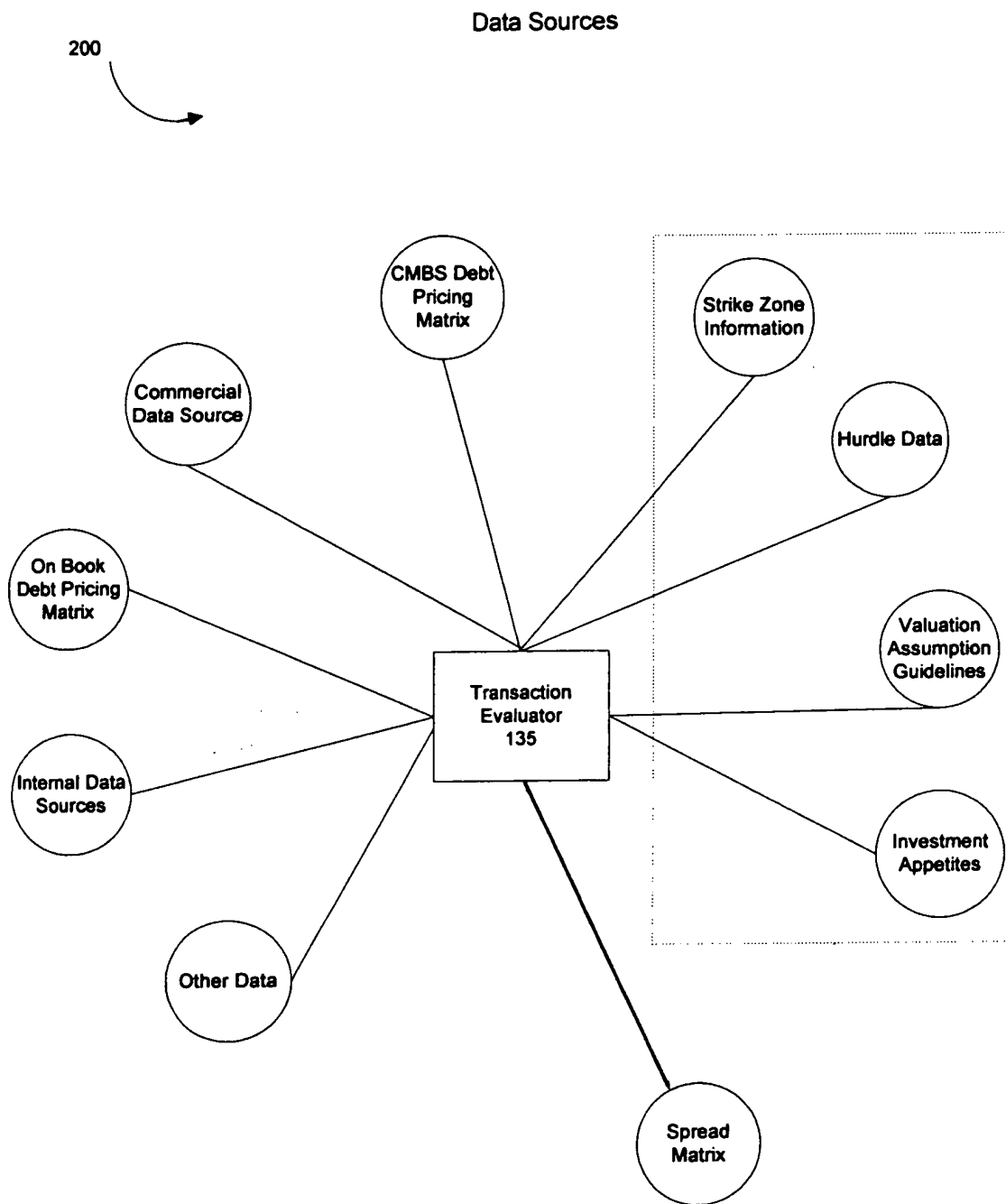


# REPLACEMENT SHEET



**FIG. 2**

1000

Real Estate DDS

Print PDF Export Help  
[ Denver Office CMBS version 1 ]

**WELCOME**  
Sample User  
10/2/07 11:31 AM  
[Log Out](#)

**Functions**

[Statistics](#)  
[Home](#)

**Resources**

- GE Intranet
- Digital Cockpit
- Score
- Market @ a Glance
- GECapital
- RealEstate.com
- PPR
- On-book Debt Pricing Matrix
- CMBS Pricing Matrix
- Strike Zone Information
- GE Hurdle data
- Valuation Assumption Guidelines

Parameters   Details   Probability

---

**Digital Deal Screen**  
**Deal Parameters**

Evaluation Date

Deal Name

Market

Product Type

Collateral Type

Collateral Subtype

Notes

Market Hurdle

☒ Use Current Date [Set](#)

☐ Mixed


Low   Med   High

[Next>>](#)

FIG. 10

# REPLACEMENT SHEET


1105



| Collateral Type (Pull Down Menu) | Collateral Type (for market hurdle) |
|----------------------------------|-------------------------------------|
| Office - CBD (Class A)           | Office                              |
| Office - CBD (Class B)           | Office                              |
| Office - Suburban (Class A)      | Office                              |
| Office - Suburban (Class B)      | Office                              |
| Multifamily - Class A            | Multifamily                         |
| Multifamily - Class B            | Multifamily                         |
| 4/5 Star Mobile Home             | Multifamily                         |
| 3 Star Mobile Home               | Multifamily                         |
| Grocery/ Drug Store              | Retail                              |
| Community Center                 | Retail                              |
| Power Center                     | Retail                              |
| Regional Mall                    | Retail                              |
| Industrial - Class A             | Industrial                          |
| Industrial - Class B             | Industrial                          |
| Self-Storage                     | Industrial                          |

**FIG. 11A**

1110



| Product Type                     | Product Type (for market hurdle) |
|----------------------------------|----------------------------------|
| On-book Debt, S/T, fixed rate    | Debt, S/T                        |
| On-book Debt, S/T, floating rate | Debt, S/T                        |
| On-book Debt, L/T, fixed rate    | Debt, L/T                        |
| On-book Debt, L/T, floating rate | Debt, L/T                        |
| CMBS (fixed rate)                | Debt, L/T                        |
| CMBS (floating rate)             | Debt, L/T                        |
| Equity, S/T                      | Equity, S/T                      |
| Equity, L/T                      | Equity, L/T                      |

**FIG. 11B**

# REPLACEMENT SHEET

1200

**WELCOME**  
Sample User  
10/2/07 11:31 AM  
[Log Out](#)

**Functions**  
[Statistics](#)  
[Home](#)

**Resources**  
[GE Intranet](#)  
[Digital Cockpit](#)  
[Score](#)  
[Market @ a Glance](#)  
[GECapital RealEstate.com](#)  
[PPR](#)  
[On-book Debt Pricing Matrix](#)  
[CMBS Pricing Matrix](#)  
[Strike Zone Information](#)  
[GE Hurdle data](#)  
[Valuation Assumption Guidelines](#)

Parameters

Details

Probability

Print PDF Export Help

[ Denver Office CMBS version 1 ]

**Digital Deal Screen**  
Deal Details

☒ Denver

Deal Detail #

|                  |                           |
|------------------|---------------------------|
| Amortization     | 30 year amortization      |
| Term             | 10 years                  |
| Deal Purpose     | Purchase, > 20% equity    |
| Escrows          | Tax and insurance escrows |
| Replacement Rsvs | \$0.20 per SF or more     |
| Defeasance/YM    | Yard maintenance          |
| Lockbox          | Lockbox                   |
| Interest Only    | No interest-only period   |

Asset Specific

|                 |  |
|-----------------|--|
| Property Class  | A  |
| Tenant Profile  | Multiple Tenants                           |
| Location        | MSA population: > 250,000                  |
| Lease Provision | >50% of leases expire in any 3-year period |
| Parking         | Suburb - on-site (3.5 per 1000 SF)         |

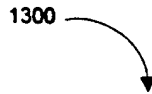
Details

|                                |              |                         |             |
|--------------------------------|--------------|-------------------------|-------------|
| Loan Size                      | \$10,000,000 | Spread (bps over index) | 250         |
| NOI after Replacement Reserves | \$1,700,000  | CF before Debt Service  | \$1,500,000 |
| Cap Rate                       | 9.5%         |                         |             |

FIG. 12

# REPLACEMENT SHEET

1300



| Deal Purpose                   | Price Impact | Proceed Impact | Deal Impact |
|--------------------------------|--------------|----------------|-------------|
| Purchase, <5% equity           | 10           | 0%             | 0           |
| Purchase, 5-9.9% equity        | 0            | 0%             | 0           |
| Purchase, 10-20% equity        | 0            | 0%             | 0           |
| Purchase, >20% equity          | -10          | 0%             | 0           |
| Refinance, 0-5% equity         | 10           | 0%             | 0           |
| Refinance, 5-10% equity        | 0            | 0%             | 0           |
| Refinance, 10-20% equity       | 0            | 0%             | 0           |
| Refinance, >20% equity         | -10          | 0%             | 0           |
| Cash out                       | 20           | 0%             | 0           |
| Deserved cash out (no penalty) | 0            | 0%             | 0           |

**FIG. 13**

# REPLACEMENT SHEET

1400

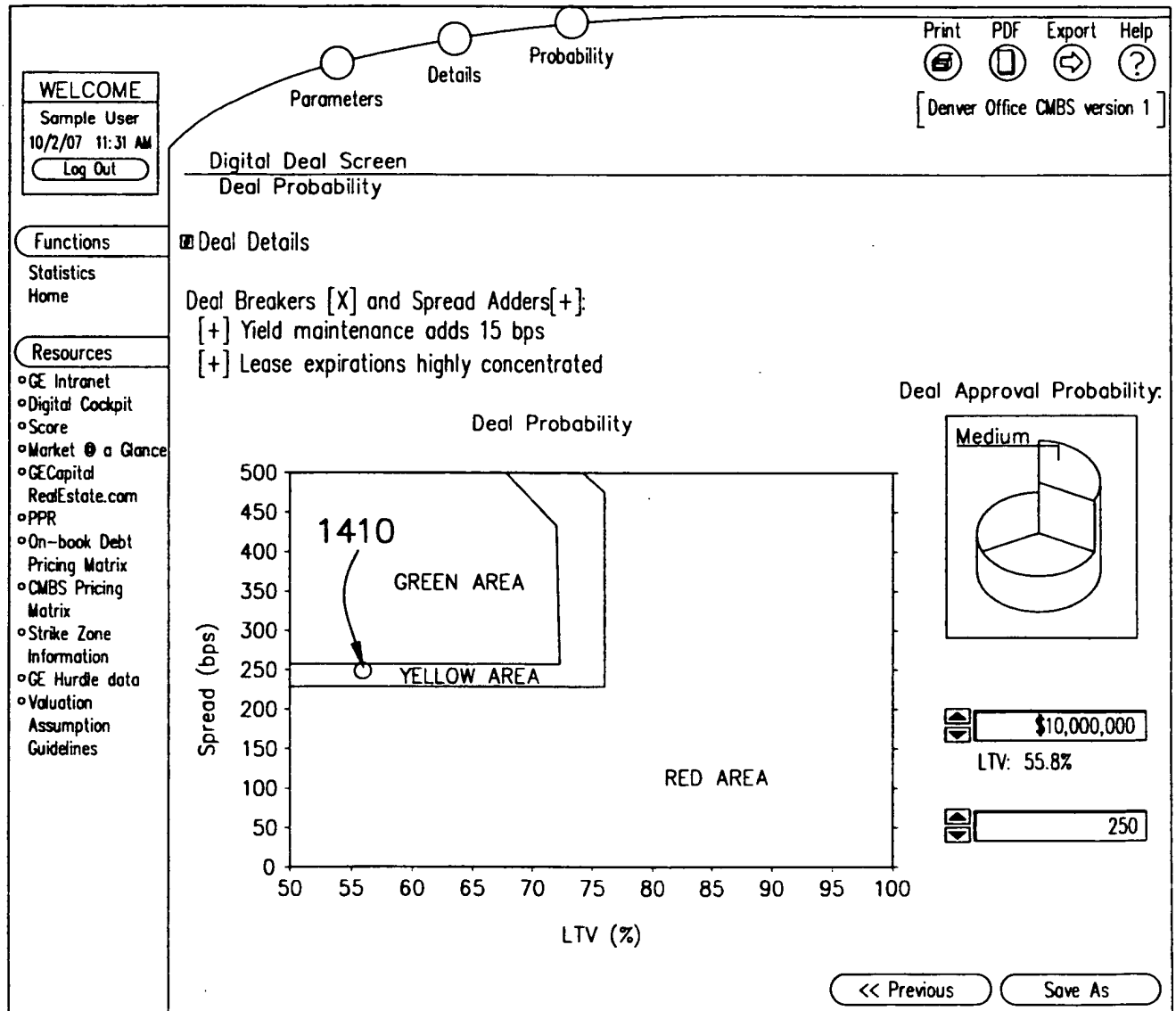


FIG. 14